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UNITED STATES DEPARTMENT OF AGRICULTURE Live stock Exhibit

"MARKET GRADES AND STANDARDS."

If trade is to be conducted in the most efficient manner those engaged in it must speak a common trade language. This means that the buyer and the seller must use the same trade terms and both must accept the same definitions of those terms. If the seller says he has a load of good steers for sale, the buyer should know what the other man calls a good steer; otherwise confusion is bound to result because good steers are worth a certain price; whereas steers that are either better or worse than good steers are selling at quite different prices.

Until recently, each livestock market has had its own system of grading meat animals, and even at a given market, men engaged in the trade have differed widely in their methods of appraisal. Furthermore, at the same market, standards frequently varied at different seasons of the year. In the fall when a large proportion of the animals coming to market were grass-fed, standards were unintentionally lowered, whereas in the spring, when most of the animals marketed showed firm fat and grain finish, it took a much better animal to be graded choice than was true in the fall, when such stock was comparatively scarce.

The situation was further complicated by the fact that although there was great variation in the standards of grading applied at different markets and even at the same market at different seasons of the year, and by individuals at the market, most of the agencies engaged in reporting market transactions to the outside world used a certain set of trade terms to describe trade and market conditions. Each reporter had his own set of definitions for these terms, but unfortunately these definitions varied widely among reporters, and the reader had no means of knowing just what definition the writer wished attached to the terms.

To eliminate the confusion arising from this condition, the United States Department of Agriculture has undertaken to work out a set of market classes and grades for cattle, hogs, and sheep and to define those classes and grades in a simple, understandable manner. These grades have been in use during the last four years in connection with the livestock and meat market news service which the Department maintains.

Colored photographs are shown, illustrating a particular class or grade of cattle, hogs, and sheep. Another panel aims to drive home in a graphic manner the necessity of having standards by which to judge the hundreds of thousands of meat animals bought and sold daily throughout the country, on the basis of which the relative value of these animals may be determined.

The Department hopes eventually to establish in the mind of every stock-man, commission man, packer, and even the meat consumer, a definite picture of the various classes and grades, to the end that if announcement is made that good beef steers are selling at \$10 per 100 pounds, any one, wherever located, will understand exactly what kind of animal is selling at that price.

UNITED STATES DEPARTMENT OF AGRICULTURE Livestock Exhibit

'HIDES AND LEATHER. '

The attention of stockmen is directed especially to the "Hides and Leather" exhibit containing samples of actual leather. Fifty per cent of the hides and skins used in the United States are imported. Our domestic supply, which comes either directly or indirectly from stockmen, from the farms and ranges, is totally inadequate. It therefore is well for us to develop our supply to the utmost and to eliminate waste that we may lessen our dependence on foreign sources. In the beef packing business roughly 10 per cent of the total returns is obtained from the hide.

Good hides and skins mean good leather. Good leather means greater serviceability and eventually less costly leather. The quality of the hide goes back to the life of the animal. Protection of the hide from the ravages of pests and from mistreatment by man is as necessary as is good stock. A hide riddled with grub holes, or pocked with tick bites, or seared with brands, or damaged from horn marks and wire cuts represents a loss in value and in leather.

Proper skinning and curing are particularly important. Much of the value of a hide or skin depends upon the "take-off." A hide of first quality must be free from cuts and scores and must be clean and of correct pattern. It must be free from meat and flesh, A fresh hide is like so much fresh meat; it must be promptly cured or it will spoil. A properly cured hide makes good leather; a rotten hide is a complete loss.

The results of failure properly to care for hides and skins is strikingly shown by these exhibits. Failure is avoidable to a large extent, if not entirely. The farmer, as a class, is the largest user of leather. He consequently is vitally concerned in its serviceability. As a rule a farmer uses his harness for less than 10 years; if proper attention is given to its manufacture, selection, and use, it should last 20 years longer. Belts for machinery often become impaired, if not useless, within a few years. A good leather belt, suited to the work, properly installed and cared for, will run for from 10 to 30 years. Every pair of shoes, every machine belt, and every piece of harness that is allowed to go to waste or that is not made to yield full service represents a loss to its owner.

Select leather articles, therefore, suitable for the work at hand. Care for them by regular and frequent cleaning, oiling and dressing. Make all repairs promptly and properly. Help conserve our leather supply!

For detailed information on hides, skins, and leather ask for Farmers' Bulletins 1055 and 1183, which will be sent free of charge.

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UNITED STATES DEPARTMENT OF AGRICULTURE Livestock Exhibit

"WOOL AND WARMTH."

The exhibit "Wool and Warmth" furnishes information of interest to growers, manufacturers, and the public. Wool varies a great deal in fineness, length, strength, and manufacturing value. The selection and breeding of sheep govern in large measure the fineness and to quite an extent the length and spinning quality, while the feeding, care, and health of the sheep are of vital importance in the production of heavy, strong, lofty fleeces useful in the manufacture of warm, durable, and attractive garments, robes, and blankets.

When shearing sheep their fleeces should be dry and the work done on a clean, well-swept floor free from straw, chaff or litter of any kind. The fleece ought to be clipped close to the skin and the shearer should avoid second cuttings of the same wool as fibers of good length are desirable. The next step is to roll and tie the fleece, wrapping the string first at right angles to the direction in which the fleece is rolled and second parallel to the direction in which it is rolled. One wrap each way is sufficient.

The fabrics shown on the center panel illustrate the suitings made from wool of half-blood fineness and overcoating made from wool of coarse grades. It will be noted that half-blood wool of good length is called "combing" wool. This is a trade term which indicates that the wool is of sufficient length to be combed in the manufacturing process. Wool of such length can be made into durable worsted as shown. The short wool from which the woolen suiting is made has the grade term "half-blood clothing." "Half-blood" indicates that the fineness is the same as that of the wool from which the worsted was made, while the word "clothing" indicates that the wool is too short to be combed. Such wool is generally made into woolen or flannel goods, therefore, worsted is more durable and usually more popular than the woolen or flannel goods when the worsted and woolen are of equal weight and the wools from which they are made are of equal fineness, strength, and spinning quality.

On the basis of fineness, prices of wool are quoted by the following grades, which are named in the order of fineness: Fine, half-blood, three-eighths-blood, quarter-blood, low quarter-blood, common, and braid. The word "blood" in connection with wool grade terms has no reference to the breeding of sheep but is used in connection with fractions to designate fineness. Fine and half-blood wool are produced by purebred and high-grade Merinos and Rambouillets; three-eighths-blood and quarter-blood by medium-wool sheep, such as Shropshires, Hampshires and Oxfords; low quarter-blood by the coarsest of medium-wool sheep and grade coarse-wool sheep, and braid by high-grade, or purebred, coarse-wool sheep, such as Cotswold, Lincolns, and Leicesters.

The grade "fine" is the finest and "half-glood" the coarsest of what is commonly called fine wool, that is, half-blood wool is coarser than the finest of Merino or Rambouillet wool, but finer than what we usually call medium wool; "three-eighths-blood" is the finest of medium wool, and "quarter-blood" the coarsest of medium wool; "low quarter-blood" is coarses than half-blood, but the finest of coarse wool, while "braid" is very coarse and "common" is intermediate in fineness between low quarter-blood and braid.

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